Federal City Performing Arts Association
Board of Directors Meeting Minutes DRAFT

Wednesday, April 14, 1999
2801 M St., NW, Washington, DC

DIRECTORS: Present: Darrell Lewis, Joe Vignali, Jerry Carpenter, Jeff Peirce, Thom Gibb, Mark Bombaci, Chip Heath, Kris Marshall, Jack Gerard, Ed Wilber, Henry Salevsky

ABSENT: Rich Aldret, Bill Eadie

STAFF: John Perkins, James Holloway, Greg Ruffer

Guest: Gordon McGraw, Jim Carroll, Kit Grieder

I. Call to Order
Lewis called meeting to order at 7:00 PM.

II. Open Forum

III. Approval of Minutes
Motion to approve the minutes.
Peirce moves for the approval of the minutes, Marshall seconds.
Unanimous in favor. Minutes approved.

IV. Music Report
Holloway presented a season concept report. See Report for details. Lewis informed the BOD that SFGMC may not come here for the March concert for financial reasons. The SFGMC will consider the resolution at their Sunday BOD meeting and appraise GMCW on their intent. This put the season concepts into disarray. Holloway was concerned about hall bookings that were also not solid. Holloway indicated that he could recreate the concept from 1993 if there were facilities to handle it. Lewis was concerned about numbers of outside choruses being in Washington during the March because of the expensive GALA event that summer. Vignali said that if SFGMC doesn't come, we would not have the draw to fill Constitution Hall, Kennedy Center, and the like. Salevsky suggested that we did not have to advertise the venu in the season brochure and we should also consider the Warner theater. Grieder raised issue with the short rehearsal time between the April concert and June concerts. Carroll suggested that we have the Millenium March organizers invite SFGMC to Washington but Vignali explained the conflicts with GALA. Holloway suggested that we have the GALA mini-fest without SFGMC because if the GALA committee was not planning an event like that it would be good for us to host one. Lewis said that we should also not consider this concept as part of the regular season subscription and possibly bring in a special guest conductor for the special event. After considerable discussion the April concept was pulled from the proposal. Vignali presented issues surrounding the licensing of the June production in 2000.

V. Board Introductions and Appointments
Prospective new board members introduced themselves and discussion ensued.
After a friendly amendment by Gibb, Vignali moved that we appoint Grieder, Carroll, and Tanner to the vacant positions on the Board. Vote taken and one abstention was noted. McGraw was asked to consider running for the full 2 year term during the elections this next month.
Lewis the announced that Grieder would fill out Eadie's term, Carroll would fill the short term position of Davis and that Tanner would hold the long term position vacated by Aldret.

VI. Operations

Issues are currently being discussed are the June concert, public relations, media, programs for the next year. Marshall asked what the promotional budget was, Peirce indicated that he would look that up. Marshall asked if we had final attendance numbers from the March concert and the answer was not currently. Vignali stated that we needed to sale 1492 tickets for the June concert.

VII. Financial Report

See report for more detail. Peirce indicated that after the Cap Club auction we would have a big push to raise revenue. Cap Club itself is falling short of expected income for the year. Gerard indicated that the reason for this was a disenfranchisement with the current Board, music, the future. This group comprised approx. 8 members. Peirce indicated that merchandise sales were far below expectations by about $20K. The expenses are on track and he announced a possible deficit of 20-40K by the end of the year. This would place the organization in a difficult position to meet cash flow during the summer and that a loan may be needed to cover the period. Carroll suggested that we should pursue to loan now before it is needed. Gerard suggested that Cap Club will try making renewals in August to help with cash flow concerns. Perkins said that NYGMC has just applied for this type of loan and the SMC had a history of making loans successful. Vignali express concern over the BOD painting a gloom and doom picture before an event and then the event not being so bad. This presents a bad picture to the organization. Pride booth was discussed. Gerard suggested that we budget 50% less for CD sales next year. Gibb said that we have 3 market opportunities with DC, Atlanta, and Pride events and that we should have order forms for a possible TLOTL CD if it is expected this fall. Wilber suggested a 'buy a ticket get a CD' package for the June concert.

Carpenter moved that the BOD accept the Finance Report, Gibb seconds. Unanimous in favor.

Peirce announced that the budget season was to begin. The plan will be based on an operational plan, a budget to support it, options with venues, and fixed costs. The Executive Committee would take on the role to manage the process. Bombaci indicated that we need to do our fundraising in the Fall. Carroll asked if there was a strategic plan that drove the budget process. A plan is not in place for long term.

VIII. Executive Director

Cap Club auction is proceeding. United Way application is proceeding, they were confused by our FCPAA/GMCW status. DC Cowboy options were presented. See report for details.

IX. President's Report

Lewis spoke of the transition for Ruffer's new position. Auction support is needed and Boykin is organizing it well. He also reminded the BOD of it's $10K obligation.

X. New Business

- Policy meeting was rescheduled. Marshall suggested that the event be placed in the summer.
- Nominations and Elections schedule was presented

  Peirce move, Vignali seconded the approval of the N&E schedule. Unanimous in favor.
- GALA leadership meeting soon and GMCW should attend

XI. Adjournment

Gibb moved, Marshall seconded a motion to adjourn. Unanimous in favor.

Respectfully submitted,

Jerry Carpenter
Secretary, FCPAA